

25. Award RFP-4174-02/GMG – Term Contract for Trails Ground Maintenance to Villa & Sons Landscaping Corp., Winter Garden (Not-to-Exceed \$86,768.00 per year).

RFP-4174-02/GMG will provide for turf ground maintenance for the County's trails. This project was publicly advertised and the County received four (4) submittals. One offeror (Millenium Lawn Maintenance) was disqualified for not completing the mandatory pre-proposal conference and site visits. The three offerors remaining were American Services, Inc., South Daytona; Ameriscapes Landscape, Inc., Orlando; and Vila & Son Landscaping Corp., Orlando.

The Evaluation Committee, which consisted of Joe Gasparini, Manager, Parks & Recreation; Mark Flomerfelt, Manager, Stormwater; Larry Morrell, Team Leader, Parks & Recreation; Jeffrey Hayes, Trails Coordinator, Parks & Recreation and Skip Groeneveld, Program Manager, Engineering reviewed the three remaining submittals. In accordance with the RFP, the following evaluation criteria were considered in determining the best value:

- ◆ Technical Plan - Understanding of the Technical Specifications and Scope of Services, approach plan to support the needs and objectives of the County, including labor and equipment proposed. (35%)
- ◆ Qualifications - Company stability, past performance, experience, references and customer service (35%)
- ◆ Price Proposal - Cost effectiveness and reasonableness of proposed price and total price (30%).

The Evaluation Committee found the lowest priced offeror, American Services, had limited experience in lawn care and maintenance. American Services' experience is in the area of pest control services and they have only recently started the lawn care business. The Committee also questioned American Services ability to perform to County standards with the labor and equipment they proposed. As shown in the following comparison, American Services may have underestimated the resources required.

Proposed	American Services	Villa & Son
Labor	3 men-3 days/wk	5 men-4 days/wk
Equipment	2 mowers 2 gas trimmers 2 pack blowers 2 edgers	2 riding mowers 1 walk-behind mower 2 weed eaters 2 blowers 1 industrial blower 2 pick-up trucks 1 maintenance trailer w/equipment box and racks 1 mule
PRICE	\$79,375.00	\$86,768.00

American Services' lack of experience and commitment of resources creates an unacceptable performance risk and places them second in the ranking despite their low price.

The Evaluation Committee found Villa & Son Landscaping Corp's proposal showed an excellent understanding of the project, adequate availability of labor and equipment and a solid background of experience. The Evaluation Committee determined that the additional \$7,393.00 per year necessary to award to Villa & Son represented the best value for the County; therefore the Evaluation Committee recommends award of RFP-4174-02/GMG to Villa & Son Landscaping Corp., Orlando. The contract will be for a three (3) year base period with three (3) one (1) year options to renew at current terms and conditions and prices. The total annual estimated usage is \$86,768.00.

This is a budgeted project and funds are available in 043800/53034000. (Parks/Contracted Services). Library & Leisure Services/Parks & Recreation and Fiscal Services/Purchasing and Contracts recommend that the Board authorize the Chairman to execute the agreement as prepared by the County Attorney's office.

"B-1"

25

B.C.C. - SEMINOLE COUNTY, FL RFP TABULATION SHEET		ALL RFP'S ACCEPTED BY SEMINOLE COUNTY ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS AND ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY THE PROPOSERS ARE REJECTED AND SHALL HAVE NO FORCE AND EFFECT. RFP DOCUMENTS FROM THE CONSULTANTS LISTED HEREIN ARE THE ONLY RFP'S RECEIVED TIMELY AS OF THE ABOVE OPENING DATE AND TIME. ALL OTHER RFP DOCUMENTS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, ARE HEREBY REJECTED AS LATE. POSTING TIME/DATE: FROM: 10/10/02 PAGE: 1 of 1		
RFP NUMBER: RFP-4174-02/GMG RFP TITLE: TERM CONTRACT FOR TRAILS GROUND MAINTENANCE DUE DATE: October 9, 2002				
	Response -1-	Response -2-	Response -3-	Response -4-
INFORMATION PROVIDED IN RESPONSE	American Services 400 S. Venture Drive – Suite B S. Daytona, FL 32119 Kelly Caudill – President 800-950-2781	Millenium Lawn Maintenance 358 Thorpe Road Orlando, FL 32824 Golden Begley-Vice President 407-251-4991	Ameriscapes P O Box 568762 Orlando, FL 32856 Billy Butterfield – President 407-897-5252	Vila & Son Landscaping 1900 Williams Road Winter Garden, FL 34787 Cris J. Frier – General Mgr. 407-654-9415
Required Submittals	Yes	Yes	Yes	Yes
Technical Plan Information	Yes	Yes	Yes	Yes
Price Proposal	Yes	Yes	Yes	Yes
Acknowledgement of Addendum	Yes	Yes	Yes	Yes

OPENED BY: G. M. Garcia

TABULATED BY: G. M. Garcia

The above results are preliminary. Final results with pricing will become available after proposals are evaluated in detail by the Evaluation Committee.

The evaluation criteria for this Request for Proposal is as follows:

Technical Plan and Requirements - 35%

- Understanding of the Technical Specifications and Scope of Services
- Approach plan to support the needs and objectives of the County.
- Equipment proposed
- Labor proposed

Qualifications - 35%

- Company stability
- Past performance, experience and references
- Customer service

Price Proposal 30%

- Cost effectiveness
- Reasonableness of proposed price
- Total Price

SELECTION COMMITTEE:

- Mark Flomerfelt - Stormwater
- Joe Gasparini- Parks & Recreation
- Jeffrey Hayes – Parks & Recreation
- Larry Morrell- Parks & Recreation
- Skip Groeneveld – Engineering

FINAL EVALUATION SUMMARY
RFP-4174-02/GMG
Term Contract for Trails Ground Maintenance

EVALUATION CRITERIA	POINTS	RESPONSE -1-	RESPONSE -2-	RESPONSE -3-
		American Services	Ameriscapes	Vila & Son
Technical Plan and Requirements				
<ul style="list-style-type: none"> • Understanding of the Technical Specifications and Scope of Services • Approach plan to support the needs and objectives of the County. • Equipment proposed • Labor proposed 	35	27	32	33
Qualifications -				
<ul style="list-style-type: none"> • Company stability • Past performance, experience and references • Customer service 	35	28	31	34
Price Proposal (Scored by Purchasing & Contracts)				
<ul style="list-style-type: none"> • Cost effectiveness • Reasonableness of proposed price • Total Price 	30	30	17	27
	100	85	80	94
RANKING		2	3	1

DEPARTMENT OF FISCAL SERVICES

PURCHASING DIVISION



November 7, 2002

Mr. Golden Begley
Vice President
Millenium Lawn Maintenance & Landscape Design
5525 Commerce Drive, Unit 8
Orlando, FL 32839

Subject: ***RFP-4174-02/GMG- Term Contract for Trails Ground
Maintenance Services***

Dear Mr. Begley:

Thank you for your proposal submitted in response to the above RFP, which opened on Wednesday, October 9, 2002. Our initial evaluation found that your firm did not comply with County requirements.

This determination was based on our requirement of mandatory attendance to the pre-proposal conference and site inspection, to maximize the understanding of the scope of work. As previously mentioned to you, Millenium's representative attended the pre-proposal conference, but went half-way through the site inspection.

This requirement is clearly explained in the attached copy of the sign-in sheet, (posted in our website on October 10, 2002), in which all the vendors who completed the walk-through were asked to initial next to their names.

If you have any questions or need further assistance, please contact me at 407-665-7123.

We appreciate your interest in doing business with Seminole County. Thank you.

Sincerely,

Gloria M. Garcia, CPPB
Senior Procurement Analyst

cc: Peter W. Maley, Purchasing Supervisor
Project File

RFP-4174-02/GMG
Bid Tab Sheet

25

American Services

Vila & Son

Ameriscapes

	UNITS	UNIT PRICE	TOTAL		UNIT PRICE	TOTAL		UNIT PRICE	TOTAL
A. Segment 1 - 434/436									
001 Mowing/Removal of Trails	33	\$ 325.00	\$ 10,725.00		\$ 374.00	\$ 12,342.00		\$ 600.00	\$ 19,800.00
002 Mowing/Removal of Trail Head	33	\$ 50.00	\$ 1,650.00		\$ 102.00	\$ 3,366.00		\$ 125.00	\$ 4,125.00
003 Additional Debris Removal	104	\$ 13.65	\$ 1,419.60		\$ 21.25	\$ 2,210.00		\$ 88.00	\$ 9,152.00
004 Additional Trash Pickup	104	\$ 13.65	\$ 1,419.60		\$ 21.25	\$ 2,210.00		\$ 44.00	\$ 4,576.00
TOTAL SEGMENT 1			\$ 15,214.20			\$ 20,128.00			\$ 37,653.00
B. Segment 2 - 434/Oakmonte									
005 Mowing/Removal of Trails	33	\$ 275.00	\$ 9,075.00		\$ 408.00	\$ 13,464.00		\$ 1,200.00	\$ 39,600.00
006 Mowing/Removal of Trail Head	33	\$ 25.00	\$ 825.00		\$ 136.00	\$ 4,488.00		\$ 100.00	\$ 3,300.00
007 Additional Debris Removal	104	\$ 13.65	\$ 1,419.60		\$ 25.50	\$ 2,652.00		\$ 110.00	\$ 11,440.00
008 Additional Trash Pickup	104	\$ 13.65	\$ 1,419.60		\$ 25.50	\$ 2,652.00		\$ 66.00	\$ 6,864.00
TOTAL SEGMENT 2			\$ 12,739.20			\$ 23,256.00			\$ 61,204.00
C. Segment 3 -Colonial Grand									
009 Mowing/Removal of Trails	33	\$ 400.00	\$ 13,200.00		\$ 340.00	\$ 11,220.00		\$ 216.00	\$ 7,128.00
010 Mowing/Removal of Trail Head	33	\$ 50.00	\$ 1,650.00		\$ 68.00	\$ 2,244.00		\$ 50.00	\$ 1,650.00
011 Additional Debris Removal	104	\$ 13.65	\$ 1,419.60		\$ 17.00	\$ 1,768.00		\$ 44.00	\$ 4,576.00
012 Additional Trash Pickup	104	\$ 13.65	\$ 1,419.60		\$ 17.00	\$ 1,768.00		\$ 22.00	\$ 2,288.00
TOTAL SEGMENT 3			\$ 17,689.20			\$ 17,000.00			\$ 15,642.00
D. Segment 4 - Markham Wods									
013 Mowing/Removal of Trails	33	\$ 200.00	\$ 6,600.00		\$ 136.00	\$ 4,488.00		\$ 100.00	\$ 3,300.00
014 Mowing/Removal of Trail Head	33	\$ 25.00	\$ 825.00		\$ 68.00	\$ 2,244.00		\$ 25.00	\$ 825.00
015 Additional Debris Removal	104	\$ 13.65	\$ 1,419.60		\$ 12.75	\$ 1,326.00		\$ 22.00	\$ 2,288.00
016 Additional Trash Pickup	104	\$ 13.65	\$ 1,419.60		\$ 12.75	\$ 1,326.00		\$ 16.50	\$ 1,716.00
TOTAL SEGMENT 4			\$ 10,264.20			\$ 9,384.00			\$ 8,129.00
E. Segment 5 -Lake Mary									
017 Mowing/Removal of Trails	33	\$ 575.00	\$ 18,975.00		\$ 374.00	\$ 12,342.00		\$ 320.00	\$ 10,560.00
018 Mowing/Removal of Trail Head	33	\$ 50.00	\$ 1,650.00		\$ 34.00	\$ 1,122.00		\$ 50.00	\$ 1,650.00
019 Additional Debris Removal	104	\$ 13.65	\$ 1,419.60		\$ 17.00	\$ 1,768.00		\$ 66.00	\$ 6,864.00
020 Additional Trash Pickup	104	\$ 13.65	\$ 1,419.60		\$ 17.00	\$ 1,768.00		\$ 44.00	\$ 4,576.00
TOTAL SEGMENT 5			\$ 23,464.20			\$ 17,000.00			\$ 23,650.00
GRAND TOTAL			\$ 79,371.00			\$ 86,768.00			\$ 146,278.00

*calculation
error Vendor
Total \$79,375.00

25

October 24, 2002

TO: Evaluation Committee

FROM: Gloria M. Garcia, CPPB
Senior Procurement Analyst

SUBJECT: Request for Recommendation of Award
RFP-4174-02/GMG
Term Contract for Trails Ground Maintenance

Recommended Award : Vila & Son

Comments: They demonstrate an understanding of the job and using more resources than their competitors. i.e. manpower and equipment. This company has experience mowing road right-of-ways and medians that the other companies did not demonstrate. And the pricing, while not the lowest, is in line for the service being provided.

Reference checks disclosed that the lowest bidder's primary experience is in the area of pest control not lawn maintenance and has only recently gotten into the lawn care side of the business. Two cities where they are currently under mowing contracts indicated mixed responses. One was satisfied and the other indicating the contractor was having trouble completing contract to satisfaction after only being on the job for five week. The city could not get the contractor to follow up as required. They are now trying to find a new contractor.

The bid tabulation weighed heavily (70%) on technical and experience aspects for award of this contract. Thirty percent of the contract was based on pricing. Vial and Son clearly has the years of experience and capability to do the job expected by the citizens we serve.

Account #

043800 - 53034000

Manager-

Authorized Signature

Date

Director -

Authorized Signature

Date

10/24/0210/30/02